

## Available for Acquisition: #230003 Premier Fiberglass Utility Product Manufacturer

### Company Overview

ACT Capital Advisors is pleased to offer for acquisition a fiberglass products manufacturer for electrical utilities and other applications using a fiber reinforced plastic (FRP) lamination process. The Company's product line includes substation trench covers, transformer and switchgear boxes, sectionalizing ground sleeves, hillside barriers and more. It also offers a variety of custom products tailored to fit a wide array of utility applications. The Company manufactures the highest quality, strongest, and most reliable variety of products for customers in the U.S. and Canada.

### Investment Highlights

- **Blue-Chip Customers.** The Company has a loyal customer base, including larger utility companies, many of whom have had relationships for decades.
- **Strong EBITDA Margins.** The Company's historical EBITDA margins have consistently exceeded 25%, with projected margins more than 28%.
- **Exclusive Vendor Status.** There are several industry specific design and engineering firms that specify the Company's products in their engineering standards and design packages.
- **Scalability.** Currently, The Company's facilities run a single shift. Production can be expanded 2x with minor capital expenditures. Additionally, the Company currently subcontracts to four firms as needed during busy times and for geographical advantages.
- **Premium Products.** The Company utilizes the highest quality raw materials, ensuring that all products are durable, strong, lightweight, and long lasting. The products are the best in the industry.

### Growth Opportunities

- **Sector Expansion.**  
Growing focus on fiberglass in renewable energy sector
- **Expand Product Line.**  
Shift to fiberglass in various industries due to superiority
- **Government Contracts**  
Reapplying for certifications



## Available for Acquisition: #230003

### Premier Fiberglass Utility Product Manufacturer

### Summary Financial Information

	2019	2020	2021	2022	2023E
<b>Sales</b>	\$4,280,344	\$6,412,504	\$7,253,272	\$10,420,231	\$8,336,185
<b>Gross Profit</b>	\$1,776,350	\$1,584,854	\$3,310,575	\$4,627,041	\$4,001,369
<b>Adj. EBITDA</b>	\$533,914	\$1,584,854	\$1,842,814	\$2,754,979	\$2,397,278

Note: Due to competitors' supply chain issues, the Company enjoyed abnormal positive financial results in 2022. The Company expects financial results to normalize in 2023.

### Contact Information

For more information, please contact:

ACT Capital Advisors, LLC  
7525 SE 24th Street, Suite 630  
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to:



**Robert Hild**  
*Chairman & Managing Director*  
rhild@actcapitaladvisors.com  
(206) 963-5750



**Madison Brown**  
*Senior Associate*  
mbrown@actcapitaladvisors.com  
(425) 501-8406